

This Is Why You've Always Failed.

By Herbert Kaufman

Once upon a time multiplication seemed the most impregnable bulwark that your little brain could storm.

But because you tried hard, and mastered one table after another, you eventually had such a grasp on figures that you actually found yourself cutting a path through the jungle of fractions, and after a few years of persistent application you even conquered compound fractions.

All that you did then was to keep at it—mastering your allotted daily tasks until you "knew your little book."

There isn't a problem on the face of this earth that can't be solved by patient and gradual and thorough endeavor.

What you lack is method. You plunge into the middle, leap to the end and then hop back to the start.

There's no system to your mental processes, so half your work is wasted.

Your ideas do not link in a logical, consecutive chain. Your brain smatters and scatters. You don't pursue a clearly defined path of reason.

An express train constantly switched into sidings won't reach its destination as quickly as a slow freight that puffs steadily along the right-of-way.

Survey your track before you steam up. Lay your ties on ballast and spike down one rail before you set the next.

Speed is a loss instead of a gain if stability doesn't lie in its wake.

You can't understand why so many men are traveling ahead of you. You're brighter, but you're erratic — you haven't your knowledge in proper array.

You're not running on schedule—you haven't a predetermined route.

They've left you in the rear because a straight line is the shortest distance to any point. You've been jumping the track, investigating all the by-paths. You haven't stayed put.

You have a name for unreliability. Your moral integrity is above question—it's your mental dishonesty that classes you as a second-rater.

You can't be found where you're wanted when you're needed. You haven't established a partnership with the clockyou don't tick according to standard time.

Your teamwork is bad. You aren't on your base when the ball comes your way.

You're playing solitaire when your associates are playing the game.

You don't know your book. You've skipped some of the dull but essential lessons in your eagerness to reach the next course.

You're so impatient to do important things that you haven't equipped yourself with the necessary training.

You're anxious to rule, but you haven't expended the required effort to acquire rules.

Your foundations are wobbly, so every time you start to build—crash! goes your little House of Dreams.

The walls won't stand — the underpinning is weak — the bricks don't hold together - you haven't given the mortar a chance to set.

You haven't trued your work with the spirit level and the plumb line, and until you do you'll never get your ambitions under roof.

Go back to school! Select a text, and don't turn to page 2 until you know every line on page 1: you'll accomplish volumes if you'll simply learn each chapter in its due order.

The Department Clerk Waxes Reminiscent and 'but o very and the effect upon the ed to humor him by offering him drinks, and 'but o very and the effect upon the ed to humor him by offering him drinks, presiding old maid was quite extra-

"a clerk here in the office a num- very green young man from a re- fact, a tyrant in her way. Of the landber of years ago who sought, by every mote rural district, who fell an easy vic- lady herself we had none but pleasant was prepared in—the office, and when he means in his power, to curry favor with tim to a quite harmless bit of mystifica- thoughts, for she was a good, wholesome our chief. The variety of methods em- tion concocted by the practical humorist. soul and very different from her sour offployed by my courtier-like confrere for It was the time when a remarkable scanfriend saw his way to a new comedy in this purpose was truly surprising, and, dal, relating to grave robbing, had been this apparently unpromising situation, and whether they were effectual or not, they -the pun is unintentional-unearthed in this is the way he manipulated it. certainly gave the rest of us plenty of a large city. Glancing up from his desk, the humorist remarked to a fellow clerk: "This will be a good night for our run over in the street during the lunch hour, whether by accident or design I followed a most mysterious conversation in a most confidential way one pay day, and, pulling out some greenback notes, he intimated that whereas the majority of cannot to this day say with any degree between the two, at which the verdant intimated that, whereas the majority of of certainty. At all events, he wasn't young man, who could hear a portion of persons were content with one note, as much hurt, despite the fact that when what was said, pricked up his ears. dispensed by the United States Treasury, much nurt, despite the fact that when a with other things, he learned that his we gathered around him he assumed a With other things, he learned that his he was in the habit of making two of it— go back to Germany und live better den war office will have to serve two pensions ford Washington boys and girls a means caused more trouble for mothers than any the show one that will be said to be the control of th corpse-like attitude. One impressionable co-workers were in the habit of receiving young man, somewhat alarmed by this from \$75 to \$100 for each 'subject' they condition of insensibility, called loudly secured by their nefarious night work. "It was evident that the newcomer's into the ear of the apparently dying one: Blank, can you recognize any interest was strongly aroused. His fel- was beyond the reach of the most skilled round, unvarnished language, just what her return from Vienna she had driven low-clerks, who engaged in such dire and "Now it chanced that the chief clerk awful proceedings at such profit, seemed was standing in the outermost edge of respectable. The matter apparently gave the surrounding group, directly in a line him food for deep and profound cogita- mysterious stranger mightily. Coming was very painful indeed. It was a pracwith the back of the head of the unfor- tion. Finally, he could restrain his feel-Notwithstanding which the latter, with "'Do you really,' he said to one of the valuable, if nefarious, process, and my diversions in this sort in the weary had really delivered a number of tires at the most amazing contortions, slowly presumed resurrectionists, 'receive this was informed that the whole art of split- course of my routine in Uncle Sam's servturned his head around until one fcared money for what you do at night?" he would never be able to get it in a "He was assured that such was not ple and safe one, and that if he would right position again, and exclaimed in only the case, but that, in the event of call at our boarding establishment upon audible but extraordinary voice:

his wanting to join in the labors on be- a certain night he would be made falaborary recognize—Mr. Brackett—the chief half of science, he could make similar millar therewith, and his services utilized Practical Jokes Popular clerk!' and immediately relapsed into in- profits himself. He must have given in the new scheme of cheating the govseveral days' consideration to this mo- ernment. "Several of my comrades, at one time engage in 'resurrecting,' but must first the daughter-who was in the scheme and another, have been inveterate prac- his maternal parent, who, it was to be the first instance, of 'How about those DRACTICAL jokes at any one's ex- treat his chums to drinks. The chauffeur will probably be kept separate. As re- Among the birds which frequent orchards tical jokers, and, although this form of surmised, was of a deeply religious turn greenbacks? The daughter; it may be pense occur daily in Paris and are is in custody and meanwhile Desiys is gards animals which are known to have and gardens are bluebirds, robins, carhumor is not always productive of good of mind, he would 'go ahead.' to the victim, I recall one instance in a never used.

"Well, he showed us his mother's reply. the house, but occasionally this duty was to the victim, I recall one instance in a never used.

It was couched in expressions of the utperformed by her parent. In the event day two advertisements appeared in a never used.

which the latter decidedly benefited. The most horror, and adjured her boy to have of the initial phrase not effecting a ready certain newspaper. One ran thus: "A victim in this case was one of the numer- nothing to say to those wicked men, etc. entrance our visitor was to follow it up wealthy lady would like to marry a disous subjects-perhaps I may say slaves- This put him effectually out of the notion with 'Dutch oven!' this utensil, it being tinguished and good-looking gentleman. of that tyrant John Barleycorn. One of grave robbing, and he got transferred explained, playing an important part in even without fortune." The other was as the looked at her and she gazed at him. belong to the District exhibit, and coning come meadow larks, cuckoos and blue even without fortune. The other was as a backmorning he came to the office in an unsually 'shaky' condition, evidently office.'

shortly afterward to another part of the splitting process.

"The night upon whi wavering between the sober reaction and the menace of 'another;' indeed, he conwas his sad condition.
"When noon game I am afraid it was a case of 'another' and perhaps more in the devious ways of 'another' and perhaps more in the devious ways of Wall with our unfortunate friend. Our constitution of the set o veyed to us, by his remarks, that such "On one occasion we had a financially frere addicted to practical jesting then street. It was in the days of Jay Gould's ing within hearing distance of the front year a white rose to assist recognition. let us in' on a plan which he had hatch- supremacy in the then world of high "The door, contrary to usual or ed. In the absence of the too convivial one he produced a hideous false face, depointing the popular conception of the pop with the errant one: devil, and put us up to the part we were to play in the ensuing scene. do you any good, I would be very hap- pitality. A muffled voice said: We were all together-the desk of the practical joker was in the next room- py-"Well, that, and what followed, filled working away harmoniously. The shatterwell, that, and what followed, filled "My daughter; you wish to see my a granteer that if she man form a comparative of shatterwell, that, and what followed, filled "My daughter; you wish to see my a granteer that if she man form a comparative of shatterour departing conferre with joy and hope. daughter—' gasped the landland. The shatterour departing conferre with joy and hope. daughter—' gasped the landland. The shatterour departing conferre with joy and hope. daughter—' gasped the landland. The shatterour departing conferre with joy and hope. daughter—' gasped the landland. The shatterour departing conferre with joy and hope. daughter—' gasped the landland. The shatterour departing conferre with joy and hope. daughter—' gasped the landland. The shatterour departing conferre with joy and hope. daughter—' gasped the landland. The shatterour departing conferre with joy and hope. The shatterour departing conferre with joy and hop ed nerves of the convivialist were evidently soothed, not to say exhilarated, by his noonday potations, and he chanced to be sitting facing the door leading into the on to enumerate the numerous and varied very private business.' hall. This portal opened almost noiselessly, and a diabolical apparition confronted the gaze of the toper as he lavish terms. It is, perhaps, needless to the latter was greeted by the ominousglanced up from his labors. He called the dilate upon the subsequent adventures of looking stranger with the expression: attention of the rest of the room to the our friend with that letter. Some of them "How about those greenbacks?" hideous head, but they looked blankly were, to him, painful and disconcerting in "'What!' was the reply, in something from the door which was now closed as the extreme. His misfortunes, as he de- between a shriek and a gasp. the head vanished to the horrified man, scribed them, were really pitiful, and it and seemed astonished. is best to draw the curtain. Let us he "Why, didn't you see it?" exclaimed that, in a humbler sphere, he found that "The expression was repeated, and peace which the soul craveth. "Of course, we all denied having per-"One clerk-it's a number of years ago then, as the frightened woman still received anything abnormal, and even de- now, and the recounting of the matter mained dumbfounded, it was followed by: A lunatic named Legrand, who has ple up, her eyes disappear, all except two est for school pupils. Such a collection number of all other species put together, only "troika" in this country. Several nied the opening of the door. Then we will hurt no one-turned up in our midse "'Dutch oven!' sought, in a soothing manner, to convince in a most mysterious manner. He was an island in the Potomac river, on own horses, carriages and coachmen for him that he was evidently in danger of Englishman, dark and meager as to looks, district fauna."

The moves of the District fauna."

Sought, in a soothing manner, to convince in a most mysterious manner. He was an island in the Potomac river, on own horses, carriages and coachmen for him that he was evidently in danger of Englishman, dark and meager as to looks, district fauna. "Mother!" screamed the lady, place, is the unintentional perpetrator of Fishes will probably be exhibited in al- which it has obtained more than the competition.

THE old government department fiant, we could see that he was impressed. took him in hand and utilized him clerk waxed reminiscent again It was certainly a long time before he most singular purpose.

"We were both rooming in the same esdaughter of the landlady, who was, in

> in other words, of doubling his emolument by the exercise of a subtle art, which he had lately discovered, and which "This practice seemed to impress the ting greenbacks was an exceedingly sim- ice in this city.'

mentous and somewhat sinister proposition, and then he intimated that he would fer with the landlady herself, but with Special Correspondence of The Star. consult his mother. With the consent of he was to employ the countersign, in

"The door, contrary to usual custom. 'I wish to see Miss ---The letter was duly prepared. It com- what do you want with my daughter?" menced, I remember, familiarly and af- "'I can't tell you, madam,' was the re- such fectionately, 'My dear Gould,' and went ply. 'I want to see your daughter on' accomplishments and virtues of the ap- "The old lady was completely flabber- peculiar circumstances. plicant for fortune's favors in the most gasted, but she called her daughter, and

been giving some trouble in a country metry sparkles in them, and her little face should aid materially in giving visitors a The Washington Biologists' Field Club Russian noblemen intend to send their him that he was evidently in danger of Englishman, dark and meager as to looks, "Mother! Screamed the lady, place, is the unintentional perpetrator of —from his soul—the man smiles at the 'getting them again,' and, though he dark and meager as to antecedents. Our distractedly, 'there's a crazy man here!' another joke. The mayor of the town or- baby. God has given him a new revela- cohel or formalin, at least at first, but thirteen thousand varieties of beetles. endeavoged to appear incredulous and de- friend of the practical jesting proclivities and she retreated, as the group, of which dered him to be shut up in an asylum, tion of love. The man loves the baby, they will, nevertheless, be recognizable as When the exhibit is first opened it attend the show this year.

"Ever after that-as long as we re- him there. On the road the lunatic had a mained at the establishment-we were lucid interval and showed some repugwont to repeat at the table the mystic nance to going with them. The garde presiding old maid was quite extra- in which they joined. By the time they "A rather cruel joke was played upon state of intoxication. "Which of the of the practical jest. It was in the mayor. "Legrand," was the reply; but days of the Louisiana lottery, and the in transmitting it the telegraph operator Teutonic cleric was communicated with ticked off "Le Grand," meaning the tall -apparently officially, by the authorities one. As the garde was taller than the tablishment-my humorist friend and I- of the lottery-to the effect that he was two others, he was retained, and the lunaand we, in common with the rest of the the winner of the grand prize, amounting boarders, were dominated by a lady, the to what was, in his eyes, a considerable to get sober, told on the others. fortune. The communication was sent to him at—and I may observe, indeed, it "He was engaged at this time in pasting dilapidated documents, having been recently reduced to this somewhat unintellectual employment, and the circumstance evidently rankled within him. "When he got the communication, or what appeared to him as such, of his "He approached the mysterious stranger vast fortune, his actions were, to say the least, extraordinary. "Catching up the detested paste pot, he The lieutenant was a Mussulman, and, erk, and exclaimed:

nave married four wives legally; he was cially high school pupils, in their studies.

still found. Then there is the German ever, no effort will be carp, a fish which in all probability has clerk, and exclaimed: Gen. Grant, alreaddy! "He was with difficulty prevented from lucky it has not four to pay. going to the residing authorities of the department and office and telling them in he thought of them. I need scarcely say that the reaction from this mood, following upon a knowledge of the truth, lars' worth of tires. Two hundred dolout of his shell, as it were, he eagerly tical jest of which I by no means apasked to be acquainted with the details proved. Yet such have been some of the rate of \$50 each, the usual price.

With the Parisian Public

observed, usually answered the door of the life of the Parisian press. The other saddled with a bill of \$3,000 for tires she linhabited this territory formerly, but dinals, kingbirds, catbirds, orioles, blue reserved by American visitors who will the house but occasionally this duty and the life of the Parisian press. The other saddled with a bill of \$3,000 for tires she linhabited this territory formerly. The Man and the Baby. The night upon which the appointment follows: "A rich gentleman wishes to Not very sure as to what effect his pressequently there is already much material jays. This portion of the exhibit, personal latticed windows, as a backwas to be effected proved to be a very marry a distinguished woman, even withstormy one, and we thought-all in the out fortune." Over 200 replies came in. dreading lest he should see the corners of house that were in on the secret—that Answers were returned to the women in her little mouth droop—the forerunner of collections. For this reason there is a songsters that are frequently heard sing- area that are frequently heard sin The amazement of the waiters at this she still gazes at him, but without the tion, Dr. J. E. Benedict said: ance, and the practical humorist rearked, while discussing the situation the the errant one:

If a letter to my friend Gould would a letter the door. All of the arrivals perceived at fort to win that smile. She gives her lit- them found in this region. The mam- rodents are all familiar. In this class, "My daughter; you wish to see my a glance that a trick had been played eyes dilate a trifle, and so openly sincere mals form a comparatively small part of however, will come several species more any nation. It has been taken once, in fury, others accepted the position with had put a question to him he would not turtles, frogs, etc., there will probably be dom found, and then only in the cold Belgium. complacency that many couples en- have been surprised. He, too, is inter- a considerable collection. The crustacea bogs near Hyattsville. The bog lemming. An interesting addition will be the Rustered into conversation, the foundation of ested now, for the baby has taken him or crabs and other similar animals will too, somewhat similar to the meadow sian section. One competition will be various matches being laid under these into her confidence and reads the man as be included as well. The District has mouse, is found in cold bogs, while the for trotter and "prestashka," in wagon The perpetrator of the hoax, who is might think him to be at that moment. shells which may also be included in a specimen in the possession of the museum are driven together, the horse on the suspected, and with good reason, of being Here is some one who will see him as he collection of this kind, and in addition is one secured at Fort Myer. present to enjoy the fun, had forwarded is-will read the emotions of his heart, there is a multitude of lowly creatures. The District of Columbia is very rich a letter informing the authorities that a one to whom self-consciousness is an representing many separate classes, that in field insects. In this class are found In the "troika" class three horses are party of royalists, bent on hatching a absolute stranger, and who thinks he is are sure to arouse interest when properly the large moths, green beetles, which driven abreast, the central trotter being plot, were to meet at the cafe at that the same as herself. In the whole of his exhibited and labeled. hour. In consequence the flower-bedecked career the man has never met such a "It will be only a small exhibit in a pers, and a host of others. Butterflies of Russian harness and "troikas" will be lovers were closely scrutinized by a host companion before, and joy and pleasure large museum," continued Dr. Benedict, are found here in considerable numbers provided, forming a collection that never

one of us, a German, by another devotee three is it?" wired the director to the tic and the baker returned to the village, when the lunatic, who was the first Lieut. Mokretar of the 2d Native African Sharpshooters forming part of the be seen gathered together a comprehen- which he can easily catch in Rock creek District. the Morocco campaign. His widow applied for a pension. Recently a second widow applied for a pension. The war of the District.

sive collection of the birds, fish, finally and the smaller streams of the District, and the small boy's friends, the yellow and white perch; the sunfish, the "tobactor box." will also be found. To some of French colonial army, was killed during sive collection of the birds, fish, mam- and the smaller streams of the District office declined to pay more than one pen- Dr. F. W. True, the head curator of the the boys it may be an interesting sight to sion, and rejected the second widow's National Museum, in charge of this proje see the sturgeon bottled up, as this fish is Thereupon she appealed to the ect, expresses his intention to do all he not as common as it was at one time. Special Correspondence of The Star.

I was one, sought to suppress—ineffectually, I am afraid—our laughter. and the garde champetre, with the help of the local baker, was designated to take

council of state and has won her case. well as instructive. Besides the interest pound in the market. to his two widows, and may think itself of familiarizing themselves with the other possibly could. For this fish, which thousands of the visit Mile. Gaby Deslys, the pretty young animals which they encounter in their been the cause of more than one youthful The contingent of American horsement. actress, has been beautifully stung. Since rambles about the District. she received a bill for three thousand dollars a drive for tires alone seemed pre-posterous, and she at once sent for the lighted and as well adapted for the pur-posterous the dealer proved that he dealer. But the dealer proved that he tual work of installing the exhibit will of the size of his catch. The chauffeur was then asked to explain. The only thing he could say was that tires wear out rapidly. Deslys, not satisfied with this, referred the matter to satisfied with this, referred the matter to the police, and the magistrae made an inquiry. He found dozens of wornout tires in the garage. Later the chauffeur to have been here formerly.

In the woods around the District are to the total dozens of the police, and the magistrae made and as were known from authoritative records will be able to find admission to the District exhibit by right of belonging here.

Lieut. Sifton and Capt. Douglas Young

of at a fair price. It enabled him to the early explorers of this region they birds, cuckoos, turtle doves and wrens, and Murray of the same city will bring have now disappeared, we shall, if we are jays, crows, bobwhites and others. Birds be here for the coronation. unable to obtain authentic specimens seen often on the roadsides and fences from the District, use others of the same include sparrows, goldfinches, catbirds and the arena last year will be succeeded by species obtained elsewhere." In the giant collections of the museum that can be made—those birds which there are many specimens that by right show white in flying, under which headthat in past years such material has sim- terest to Washington lovers of birds. It ply gone to make up a part of the general will be possible to recognize the various almost \$56,000. This year the list has alone; quite unmoved in that direction. In speaking of the scope of the collec- more intimate knowledge of the birds are being prepared. Military jumping al-

he is, not what all the rest of the world numerous kinds of land and fresh-water harvest mouse is so rare that the only or droshky. In this class two animals rise from his soul as he gazes on the "and primarily for the encouragement also. baby. Quick to see it, the baby's mouth of students of local natural history, but It is estimated that the total number fact, it is believed that Walter Winans, broadens, her little chin and cheeks dim- will, we hope, also have a general inter- of insect species exceeds the total the famous American horseman, has the

ASHINGTON is to have an ex- the objects of the small boy's desires will not be complete by an hibit at the National Museum when he can steal the time to go fishing. of means. But Dr. True and his corps belief the found of the Deprived of the privilege of fishing, the of assistants are working as rapidly in which the fauna of the small boy of the District can go to the as possible to obtain such specimens as District of Columbia will be museum and see bottled all the friends he will make the collection a valuable one shown. For the first time in so ardently angles for. There he will find to District students, and as fast as is the history of the National Capital will the lamprey eel, which he has so many possible the collection will be increased times sought for as a suitable bait, and until it includes all the fauna of the can to make this collection attractive as This, once selling for from 10 to 50 cents for a large fish, now brings 25 cents a TT is uncertain as yet whether the prowhich it is believed the exhibit will have The gar pike, one of the oldest fish in hurled it against the opposite wall, nar- according to the tenets of his faith, could it will be an aid to school children, espe- existence, is a native of the Potomac, and, show, which opens June 12 next, rowly missing the head of an intervening have married four wives legally; he was cially high school pupils, in their studies. although not as common as at one time, is suspended coronation day or clerk, and exclaimed:

An Exhibit of District Fauna

as suitable cases can be provided the ac- wend his way home to tell feeling stories

that only such species would be included There are large numbers of birds that bringing their best horses for competiinquiry. He found dozens of wornout to be found in the District at present, of tires in the garage. Later the chauffeur confessed to having purchased them for next to nothing and having kept them in place of the new tires, which he disposed species which are mentioned casually by and white creepers, chickadees, humming-like trict exhibit by right of belonging here. Lieut. Sifton and Capt. Douglas Young to have been here formerly.

In the woods around the District are to be found thrushes, woodpeckers, black the Hon. Adam Beck of Toronto will be and white creepers, chickadees, humming-like prices. It can be found thrushes, woodpeckers, black the Hon. Adam Beck of Toronto will be and white creepers, chickadees, humming-like prices. robins. There is still another division that can be made—those birds which bled and red-tiled house fronts, culminatwhich are alive will be secured. The District is rich in material for Almost every one is familiar with the international show, and the chief prize

for Coronation Show

names and habits of the birds and other is found in the Potomac, and which ing to London for the greater event angler being pulled off the bank and into who are to compete is larger than ever, As yet only the site for this exhibit has the none too warm water. And so the in spite of the fact that all the entries been chosen. This is on the second ex-hibition floor, to the right of the eleva-tor at the north end of the building. It ous fish that are found in the District, can exhibitor. E. T. Stotesbury, Pierpose as any in the huge building. As soon museum, study the fish there, and then rectors of the show, and who has not exhave several entries. J. W. Harriman, some of their best jumpers. Already a large number of private boxes have been The "terrace garden" which surrounded

> ing in a particularly fine reproduction of Last year the prize list amounted to ways has been a strong feature at the 1909, by France, and once, last year, by near side being a trotter, while the offside or right-hand horse is a galloper, catch other insects for food; leaf hop- flanked by gallopers. The full equipment

> > has been seen before in England, In